



## Bright Future for Scanning

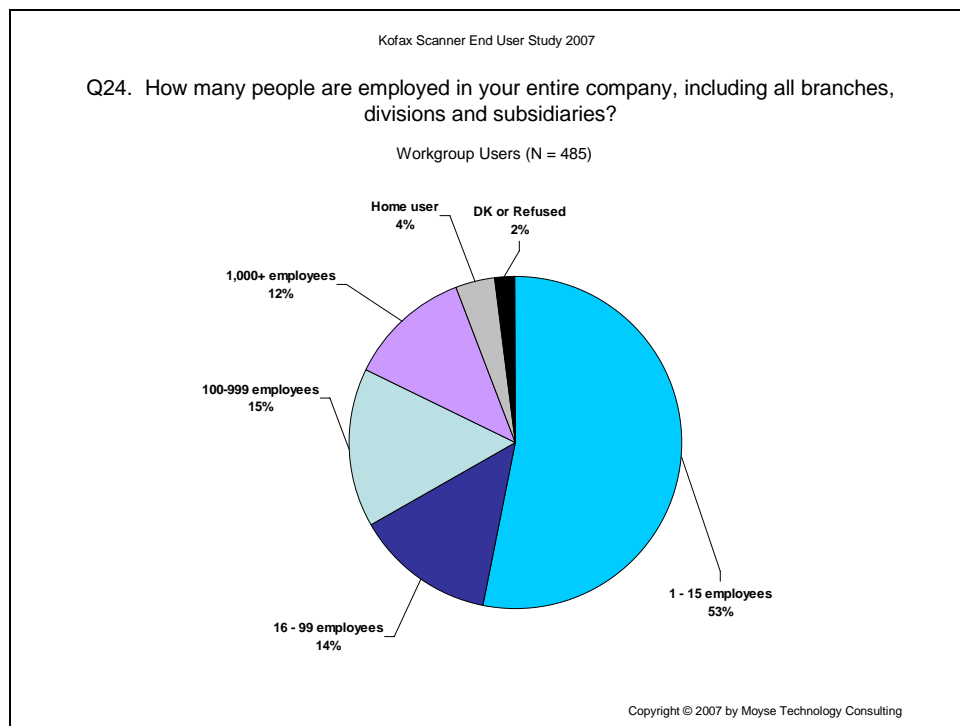
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Published July/August 2007 in AIIM E-Doc Magazine, Expert Corner

As more businesses turn to automated technologies to improve operations, vendors of document scanning technology are delivering products that meet corporate business challenges. Bridging paper documents with digital business processes is an area of opportunity being exploited by scanner vendors and applications providers. Leveraging their experience in traditional imaging-oriented industries, these vendors are exploring ways to bring their expertise to bear throughout the general business arena.

Evidence of the scanning market's evolution can be found in the growth of document scanners over the past few years. By the end of 2007, over 450,000 document class scanners are projected to ship in the North American market (based on a new forecast from Moystechnology Consulting); meanwhile, less than five years ago the market had yet to reach even 100,000 annual shipments.

Low end desktop scanners rated between 10 and 25ppm have been influential in the growth of the overall market. These scanners have grown at exceptional rates over the past few years, and can be credited with bringing scanners to mainstream business users. They are increasingly found in small offices with fewer than 15 employees, as found in a recent study of workgroup class scanner users commissioned by Kofax (please see chart below.) These scanners are used in departments that are typical in most businesses, including accounting/finance, customer service, sales and marketing, and legal departments. They are also commonly used for general purpose scanning by everyone at the company.





Their attraction comes from robust yet simplified scanning functionality, which has been achieved by delivering high end scanning technology with integrated scanning applications at extremely low price points. Fast capture speeds, duplexing capabilities, and smart feeders among other features, contribute to the high performance of these little machines. And vendors are doing even more to improve the “out of the box” experience by tying them to everyday business uses. Scan-to functionality has been incorporated into many scanner drivers, allowing users to convert documents into usable file types like PDFs or Word documents, and to route scanned documents to file folders, email, web, network fax, and printers. These capabilities, coupled with the business drive to improve productivity and manage business documents more efficiently, are bringing document scanning to the forefront in business today.

Susan Moyse is principal of Moyse Technology Consulting, an independent consultancy focused on the document scanning market. Moyse Technology Consulting has recently published its state of the market report titled, “2007 Document Scanning Market Analysis Report,” which is available for purchase. For more information on the trends impacting the growth of the document scanner market, please contact Susan Moyse at 781-834-7947 or [susan.moyse@moysetech.com](mailto:susan.moyse@moysetech.com).